



Space Florida Board of Director Meeting
September 28, 2016
Contracts for Approval (Rev 1)

1. **Florida-Israeli Aerospace Research and Development Program:** In conjunction with the Fiscal Year 2016 DEO/Israel MOU appropriations approved by the Space Florida Board of Directors at the August 19, 2015 Board Meeting, Space Florida issued a Call for Projects for the Florida-Israel Innovation Partnership Aerospace Track & R&D Aerospace Grant Application Process. Space Florida and its Israeli partner MATIMOP received twelve qualified joint proposals from Florida and Israel for-profit companies. The twelve proposals were evaluated by Space Florida and MATIMOP, with four being selected for funding. The four awardees are as follows:

- CadW Therapeutics \$277,200
- Lockheed Martin Space Systems-Phase II \$229,350
- Vision Engineering Solutions \$319,550
- Simiosys, LLC \$273,900

➤ *Space Florida requests board approval to enter the FY 16 Awards in conjunction with the Florida-Israel Aerospace Research and Development program as described.*

2. **Project Swanson:** Space Florida is pursuing Project Swanson, a manufacturer of small solid rocket motor propellant, seeking to establish a manufacturing site in the United States. The company is seeking third party financing for the construction of facilities and purchase of equipment. The company anticipates that it will create approximately 80 jobs with an average wage of \$83,000. Total capital investment is estimated not to exceed \$4,000,000. In conjunction with the company related activities, Space Florida requests board approval for management to first negotiate and enter long-term lease agreements with the company to secure the land use rights at the Titusville-Cocoa Airport (TICO), construct and lease the facilities and acquire and lease equipment in return for the creation of jobs, making business investment in the state, and lease payments sufficient to fund any payments due for the use of the land, debt service associated with the facilities and equipment, and any other expenses incurred to benefit the company. Secondly, Space Florida requests approval to seek and secure bank financing on behalf of the Company, to fund construction of the facilities and acquisition of the equipment, in a conduit debt agreement that has no recourse to Space Florida. Once specific terms are agreed to these will be presented to the board for action at a future meeting.

➤ *Space Florida requests board approval for management negotiations and to enter the lease agreements for facilities and equipment and to seek and secure conduit financing as described.*



3. **Space Tourism and Marketing Funding:** In conjunction with the \$1.5 Million Dollar appropriation from the Department of Economic Opportunity for Space Tourism and Marketing Funding for Fiscal Year 2017 and the current Board approved Space Tourism Marketing Plan, Space Florida requests to proceed with engaging the current contracted advertising agency, Paradise Advertising & Marketing, Inc., in conjunction with the approved marketing plans identified activities and strategies.

In the near term, the Space Tourism Marketing Plan will focus on business to consumer (B2C) elements to promote the “We Are Go” campaign (www.wearegofl.com) whereby we will continue the promotion of “Vacationauts” in conjunction with the Space Enthusiast and Educational Focused Family target segments through a variety of marketing channels as well as initial activities associated with business to business (B2B) initiatives to establish Florida as the location of choice for spaceflight participants which include efforts to begin attracting the next generation of suborbital and orbital space tourism operators to Florida while promoting those operators already established in Florida.

- *Space Florida requests board approval for management negotiations and to enter related contracts with Paradise Advertising & Marketing, Inc., in the amount of up to \$1,500,000 for the above referenced activities.*
4. **Spaceport Transportation Planning:** In accordance with Florida Statutes 331.360 regarding Space Florida and the Florida Department of Transportation Spaceport Master Planning efforts, Space Florida and FDOT intend to enter into agreements for Fiscal Year 17 in the amount not to exceed \$1,000,442 that will be used to facilitate spaceport planning efforts. Such efforts will consist of project development activities including but not limited to air and space safety, regulatory, and environmental impacts concerning commercial space transportation efforts; planning consulting and services to facilitate joint program and project execution; continuation of previous efforts regarding Cape Canaveral Spaceport FAA Licensure activities; and respective activities associated with the implementation of the Florida Spaceport Systems Plan, the Cape Canaveral Spaceport Master Plan, and the Cecil Spaceport Master Plan.
 - *Space Florida requests board approval for management negotiations and to enter related contract with FDOT related to spaceport transportation planning and related project efforts in the amount of up to \$1,000,442 for FY 17.*
 5. **Spaceport Engineering Support Services:** In conjunction with Florida Statutes 331.360 regarding Space Florida and the Florida Department of Transportation Spaceport Master Planning efforts, Space Florida and FDOT intend to enter into an agreement to facilitate Spaceport Engineering Support Services. Such efforts will consist of project development activities including but not limited to construction inspection services and oversight work associated with FDOT related efforts. Space Florida issued a Request for Qualifications for Continuing Services Contract for Spaceport General Consulting and follow on Notice of Intent to enter contract



negotiations with multiple consulting firms to perform the related spaceport engineering support services. The firms ranked highest are: AECOM, BRPH and RS&H. Management intends to proceed with the issuance of Master Task Agreements and Task Orders with each firm to provide the necessary spaceport engineering support services for FY 17. The subcontractors that will be teaming with the three highest ranked firms include: A-P-T Research, Blue Ridge Research and Consulting, Cape Design Engineering, Mehta and Associates, Silverwing Enterprises, Spaceport Strategies, Cardno, Jones Edmunds and Associates, Kimley-Horn and Associates, Millennium Engineering and Integration Company, Terracon Consultants, Saalex Solutions, and United Paradyne Corporation.

- *Space Florida requests board approval for management to negotiate and enter agreements with FDOT related to Spaceport Engineering Support Services and related project efforts funding with the Firms noted in an amount up to \$1,500,000 for Fiscal Year 2017.*

6. **Blue Origin Launch Complex:** As Blue Origin continues to establish its initial space flight business operations at Launch Complex 36 and 11 and in compliance with the Term Sheet between Space Florida and Blue Origin, the parties intend to proceed with four additional agreements; Two with FDOT and Two with Blue Origin that will provide match funding that will be invested at Launch Complex 36 in site updates and improvements in support systems that include fuel, power, communications, and other commodities. Specifically, management is requesting board approval for management to negotiate and enter match funding agreements with FDOT respective to the project for \$9,600,000 from current year funds and \$17,000,000 match from Fiscal Year 2018 funds. In addition, Management is requesting board approval for management to negotiate and enter match funding agreements with Blue Origin for use of these funds at Launch Complex 36 as described:

- *Space Florida requests board approval for management negotiations and to enter necessary agreements with FDOT and Blue Origin as described above.*

7. **Space Life Sciences Laboratory and Exploration Park:** In conjunction with Fiscal Year 2017 activities associated with the Space Life Sciences Lab and Exploration Park premises, Space Florida requests board approval for operations and maintenance, property management and service commodity needs associated with the facilities with CSS-Dynamac. Additionally, Space Florida requests board approval for management negotiations associated with equipment and sublease related agreements for the Fiscal Year 2017 respective tenant related efforts.

- *Space Florida requests board approval for management negotiations and to enter related contracts with CSS-Dynamac in the amount of up to \$2,200,000. Additionally, Space Florida requests board approval for management negotiations with tenant related needs and entering into associated subleases with the Space Life Sciences Lab premises for Fiscal Year 2017.*